



**Redefining How Advisory Firms Help
Middle Market Companies**

We Deliver Success and Our Experience Proves It!

www.NovusOrigo.com

We Focus on the Success of the Middle Market Firm

- **Firms ranging in size from 1,500 – 15,000 employees with annual revenues upwards of two billion dollars**
- **Includes departments & divisions of Fortune 1000 firms and large corporations with separate back-office and technology platforms**
- **Tend to be in a state of transition due to employee turnover, ongoing change, mergers & acquisitions activities, and growth**
- **Have a strong performance driven culture often shaped by entrepreneurs, and through home-grown teams**
- **Facing intense competition in rapidly changing markets and industries**

The Operational and Organizational Needs of the Middle Market

What Middle Market CEOs and Leadership Teams are Telling Us:

- **“Difficulty defining and aligning strategic goals with operational needs.”**
- **“Existing business processes tend to be outdated and inefficient.”**
- **“Missing internal resources that possess the proper skill sets and experience to plan, manage, and successfully deliver complex and/or integrated projects.”**
- **“Outdated or missing HR & IT infrastructure required to support long-term growth and changing market conditions.”**
- **“Require experienced advisors to identify and select the best partners to support strategic business plans.”**
- **“In need of scalable cost-effective solutions that can be implemented quickly.”**
- **“Cost to deliver existing services is typically undefined and/or not validated.”**

Middle Market Firms Require Strategic Advisory Relationships and Partners

- **Advisors who deliver solutions strategically tailored to the success of the Middle Market client**
- **Senior advisors who have industry proven strategic and operational experience**
- **“Hands-on” support from people who understand their industry, business and culture**
- **Advisors armed with world-class tools, methodologies, and best practices designed for the Middle Market**
- **Advisors who deliver service excellence with a personal touch and with passion for client success**

Traditional Advisory Firms Have Been Unable To Meet The Needs of Middle Market Clients

- **Many have now abandoned the market entirely**
- **Some have repackaged their Fortune 1000 solutions with no tailoring to Middle Market needs**
- **Most solutions were often too complex and costly for Middle Market firms to implement**
- **Middle Market companies were typically required to implement change management on their own and without guidance around solution**
- **Advisors and Consultants have little Middle Market company experience**
- **Cost of delivered services were not affordable on a long-term basis**

Novus Origo is an Advisory Firm With Services Strategically Designed To Meet the Needs of Middle Market Firms

Uniquely focused on the areas that directly impact the performance of Middle Market firms

- **Strategy Consulting**
- **Outsourcing Consulting**
- **Program and Project Management Consulting**

Services that leverage our industry-proven experience to help our clients to define, manage, and achieve their strategic goals

Resulting in reducing costs, improving operational efficiencies, and positioning them to focus on their core business operations

No Other Consulting Firm Can Match the Novus Origo Approach for Meeting the Needs of Middle Market Firms

- **Strategically designed services**
- **Experience as corporate buyers and service providers**
- **Customer-centric work plan**
- **Proven best practices and tools**
- **Our proprietary NOSAM™ methodology**
- **Fraction of the “Big Firm” price**
- **Long-term relationships**
- **Unbiased and results focused**
- **Flexible approach**
- **Experienced transformation and change management agents**

Our Value Proposition Helps Middle Market Companies Meet Their Most Pressing Business Needs

- **Implement Breakthrough Strategies that Transform the Company**
- **Save Time To Go-to-Market or Implement New Processes & Technologies**
- **Reduce Costs and Risks To Sustain Growth**
- **Improve Operational Performance Across Both the Front and Back-Office**

Delivering Value Through Our Customer-Centric Service Delivery Model

Our delivery model focuses on the customer with multiple touch points that meet critical business needs and foster a long term relationship. The Novus Origo team consists of highly experienced executives and advisors from the leading advisory companies and government agencies who have “hands-on” middle market experience, excelling in the areas of Strategy Consulting, Outsourcing Consulting, and Program & Project Management Consulting.


The service areas in which Novus Origo advises are designed to go hand-in-hand with each other, and as such, provide the continuity and the foundation to build upon the successes of each.

Unlike other advisory firms that typically focus on one client service area, Novus Origo provides a full range of Client-Centric services designed to support our clients in any stage of their projects resulting in: ***time savings, cost reductions, and improved performance.***



The Novus Origo Service Delivery Model is designed to provide a continuity of services which allows the Novus Origo team to support our clients in achieving service excellence during strategic transformation.

Our Strategy Consulting Services: *Bridging the Gap Between Vision and Execution*



*Need to define the best strategy?
In search of what to do next?
Looking to implement change?
Want a fresh perspective?
Need help taking your ideas to the next level?*

Novus Origo delivers strategy consulting services designed to help our clients take their vision and business to the next level.

Our team of seasoned professionals will work with you to build an executable strategy for taking your business to the next level and will work side-by-side with you, as your partner, to get it done.

Whether your company is looking to expand operations or refocus on fewer core capabilities, grow revenues & increase profitability, merge or be acquired, or redesign your organization, our methodologies focus on the critical dimensions of business strategy to help you succeed.

Our Strategy Consulting Services Include:

- ✓ Analysis & Strategy Development
- ✓ Scenario Development & Assessment
- ✓ Business Case Development & Alignment
- ✓ “Present State” & “Future State” Analysis
- ✓ Insourcing & Shared Services Analysis
- ✓ Merger & Acquisition Management
- ✓ Change Management & Alignment Planning
- ✓ Transformation Planning & Leadership
- ✓ Governance Implementation
- ✓ Training Services
- ✓ Communications Planning & Support
- ✓ Organizational Design

“For us a successful strategy project is not a leather-bound report, or a PowerPoint deck; instead we roll up our sleeves to help you make your vision a reality.

With a wealth of Fortune 1000 experience, our team understands what it takes to succeed and is prepared to help you tackle your toughest challenges.”
Paul Cevolani, CEO

Our Outsourcing Consulting Services: *Defining and Achieving Service Excellence*

*Looking for someone who's been there before?
Need outsourcing experience to help you select and manage a vendor?
Want to put our implementation expertise to work for you?
Need a trusted advisor to ensure that vendors are delivering services as promised?*



Novus Origo offers Outsourcing Consulting Services designed to help Middle Market organizations with the assessment of Alternative Service Delivery Models (e.g., Outsourcing, Offshoring, Insourcing, and Shared Services).

Novus Origo partners with clients to determine the effectiveness of existing business support functions, evaluate the costs and benefits of outsourcing delivery models, provide assistance in the selection and management of an outsourcing provider, and help to reduce bottom line costs.

Our Outsourcing Consulting Services Include:

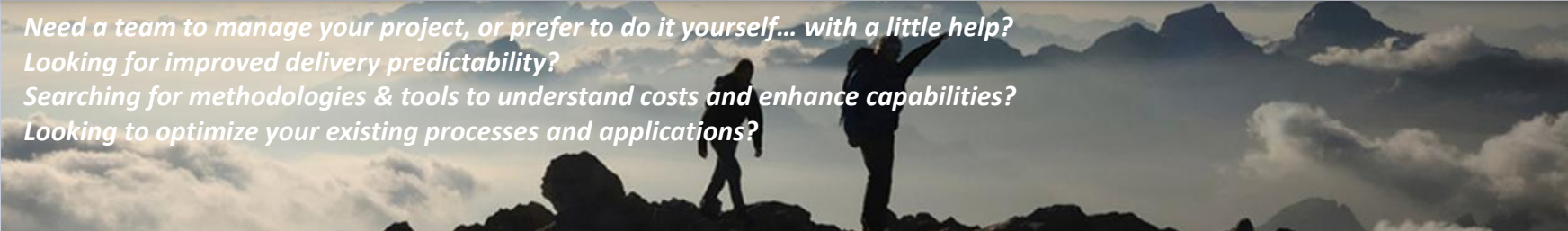
- ✓ Service Delivery Model Review
- ✓ Contract Review & Negotiations
- ✓ MSA/SOW/SLA Review
- ✓ Deliverables Review
- ✓ Due Diligence Support & Monitoring
- ✓ Contract Optimization
- ✓ Service Provider Selection
- ✓ Roll-out Strategy Review
- ✓ Implementation / Transition Management
- ✓ Risk Management & Mitigation
- ✓ Knowledge Transfer
- ✓ Transition Exit Strategy Review
- ✓ Service Stabilization
- ✓ Issue & Dispute Resolution
- ✓ SLA & Performance Management
- ✓ Vendor Consolidation

"Our Outsourcing Advisory executives have experience in the ownership of client business cases and consistently exceeded savings targets.

As your Partner, our executives will help you develop realistic business cases and then hold the vendors accountable to make sure you achieve the performance you're paying for."

Olen Pepple, COO

Our Program and Project Management Services: *Delivering Success On Time and On Budget*



*Need a team to manage your project, or prefer to do it yourself... with a little help?
Looking for improved delivery predictability?
Searching for methodologies & tools to understand costs and enhance capabilities?
Looking to optimize your existing processes and applications?*

Novus Origo combines our advisory experience with our proven NOSAM™ methodology to deliver a robust scalable capability to every project engagement, regardless of size. Our approach is designed to maximize the success of every client's project.

Our services are delivered by industry-proven professionals and designed to be flexible in order to support an organization at any level of maturity. **We believe in hands-on participation, commitment, and results.**

Novus Origo solves the tough management challenges of Middle Market companies, offering independent, unbiased, and objective management of projects, regardless of size.

Our Program and Project Management Services Include:

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|-------------------------------------|---|
| ✓ Program & Project Management | ✓ Operational Assessments |
| ✓ Project Assessment and Rescue | ✓ Human Resource Capacity Planning |
| ✓ Program Portfolio Management | ✓ Business Continuity & Disaster Recovery |
| ✓ Process Analysis & Re-engineering | ✓ Technology Selection & Integration |
| ✓ Enterprise Risk Management | ✓ Systems & Application Optimization |

"Our Project Rescues can help you get that critical release out the door, and our project assessments will help you understand how you got there, and avoid the situation next time around.

Don't wait until your project is in trouble. Our program and project management experts deliver on-time and on-budget services while freeing your team up to focus on what they do best."

Paul Cevolani, CEO

Our Strong Relationships Validate Our Value Proposition

M&A Project Management & Systems Integration

The client, a Human Resource Outsourcing company, offering employer solutions and benefits to over 70,000 employees across the nation, recently acquired a competitor with 1,000 clients and 30,000 employee records with disparate processes and business rules, and required a rapid integration of systems and business processes. Novus Origo led the complex integration of all acquired clients business processes and data from multiple locations into the client's system of record. ***The project was complete in 4 months, saving the client several hundred thousand dollars in services fees, while helping to create one of the largest PEO's in the United States.***

Outsourcing Advisory & Program Management

The client, a large financial services company, decided to outsource Human Resources functions in the areas of Payroll, Employee Call Center, Workforce Deployment, HR Technology & Processes for 17,000 employees in the United States. ***Novus Origo executives led the design and management of a multi-phased Outsourcing Service Implementation program, resulting in a highly successful major "Go-Live" for services implementation.***

Project Management & Services Implementation

The client, an international insurance company with over 100 years of history and \$2 billion in assets, required project leadership for the multi-faceted implementation of its new best-in-class home owners insurance product. Novus Origo led a project team of over 150 business and technology staff members across numerous divisions, incorporating 8 separate vendors on the implementation of a complex product for more than 30 disparate systems. ***The project was completed on-time and on-budget, which will allow the client to realize an anticipated \$25 million dollars in revenue.***

Strategy Consulting & Outsourcing Project Management

The client, a leader in the Service Revenue Performance industry, made the strategic decision to implement a scalable outsourcing service delivery model on an global enterprise level. ***Novus Origo worked with the client to develop & implement the tools and methodologies, and manage the implementation of program & project management, change management, communications, and governance resulting in a strategic enterprise delivery model shaving tens of thousands of dollars off each client implementation.***



Saving Time, Reducing Costs, and Improving Performance

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